



# OPPORTUNITY DAY Q2'2025

Sirisoft Public Company Limited

2 Sep 2025

*“Open connect your business growth  
With power of flexibility and scalability”*

**Sirisoft Public Company Limited**  
89 AIA Capital Center 15<sup>th</sup> fl.  
Ratchadapisek rd, Dindeang, Dindeang,  
Bangkok

# Today's Agenda

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1 Business Overview

2 1H 2025 Highlights

3 2025 Outlook

4 Q&A

# Dechapol Lamwilai

Chief Growth Officer

Growth Strategy  
New S-Curve  
M&A

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# Your Strategic IT Business Partner

## E2E consulting company

At Sirisoft, we align innovative technology with your strategic goals. With expertise in IT optimization, digital transformation, and cybersecurity, we deliver tailored solutions that drive transformation, enhance efficiency, and support sustainable growth.





Established in 2015, we specialize in DevOps & Microservices services and have been listed on the MAI since 2023

**10**

Years in service

**274**

No. of employees

**450**

No. of certifications

**70+**

No. of tech stacks



Sirisoft Public Company Limited, 14th-15th fl, AIA Capital Center, Ratchadapisek, BKK

# < OUR CAPABILITIES AND SERVICES />

1

## Digital Transformation Consulting Services

### WE THINK FROM THE WAY YOU WORK

- Reduce manual works.
- Centralize Data and command.
- Customize and integrate application
- ESG-Driven operation
- End-to-End IT Consulting and implementing services

2

## IT Optimization and Automation Services

### WE HELP YOU MAXIMIZE EFFICIENCY

- Increase efficiency while reduce operational tasks
- Maximize current IT environment and budget with automation

3

## Cybersecurity Services

### WE COMPLY THE SECURITY NEED

- Reduce risk from cyber attacks and data breaches
- Protect End-to-End IT system, from user to server

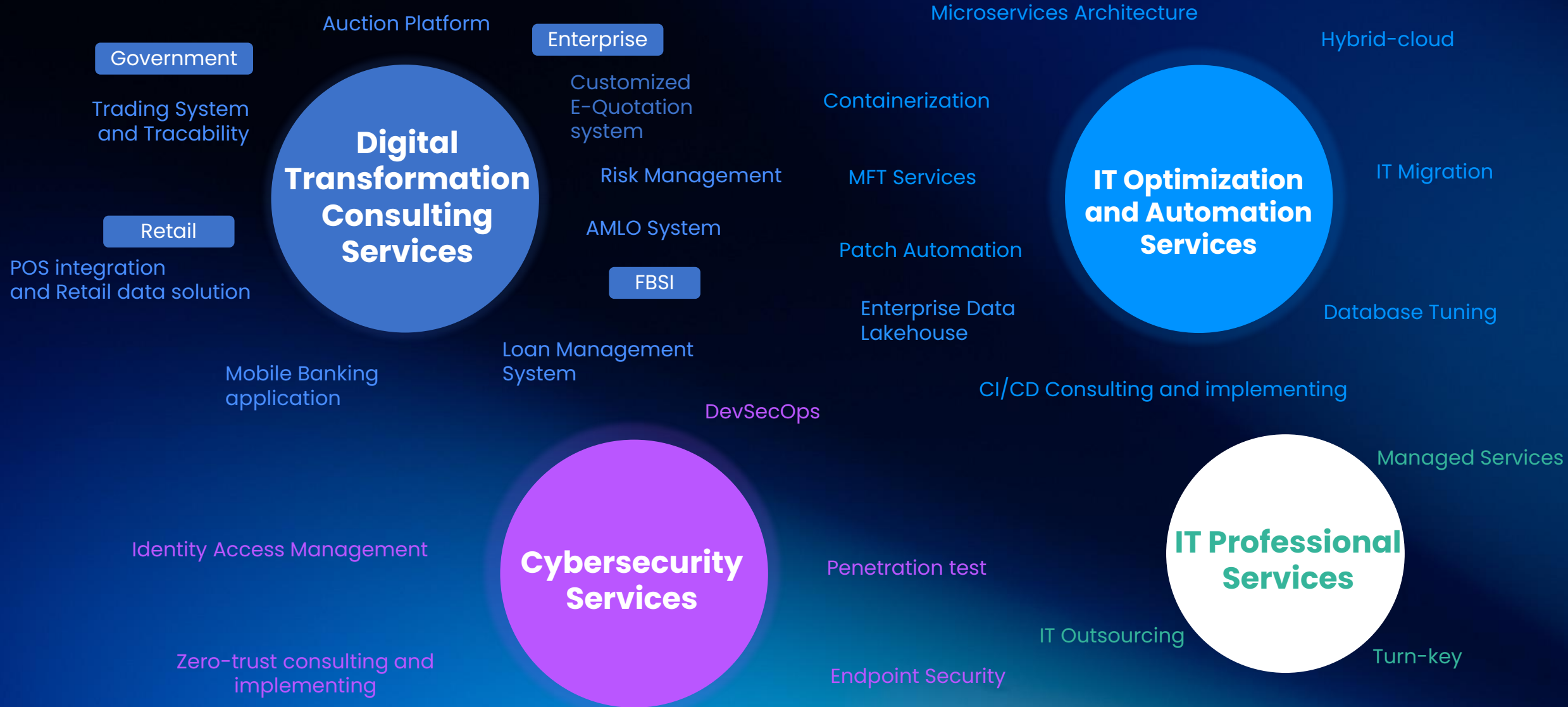
4

## IT Professional Services

### WE ASSIST YOU TO SUCCEED THE TRANSFORMATION

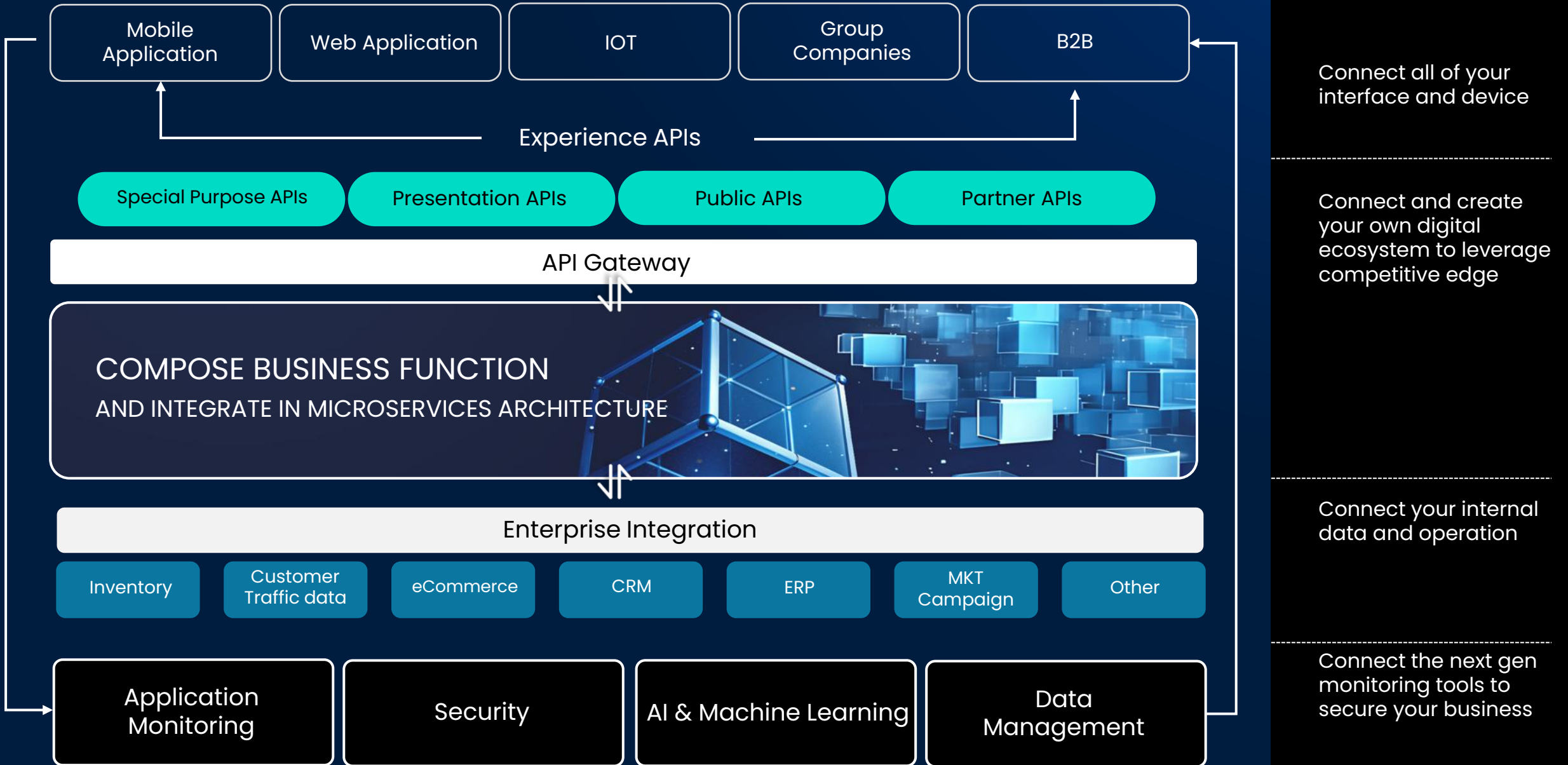
- Reduce people cost and increase efficiency through IT Professional Services
- Turn-key project and outsourcing services

# < OUR SUCCESS / >



# BEST PRACTICE OF MICROSERVICES ARCHITECTURE

## UNLOCKING YOU THE POWER OF INTEGRATION AND SCALABILITY



# Our Key Strength



## Transformation

Tailor-made solution,  
right with business challenge



## Optimization

Enhance operation and  
increase efficiency to your  
infrastructure



## Automation

Reduce operational challenge  
by reducing time and process  
through automation solutions

End-to-End IT Consulting & Service Provider

OUR COMMITMENT

GOOD SOFTWARE

GOOD RETURN

GOOD SERVICES

ส่งมอบซอฟต์แวร์คุณภาพ  
ที่สร้างผลลัพธ์ดี ๆ แก่ทุกภาคส่วน  
ให้บริการอย่างมืออาชีพ  
ด้วยความรับผิดชอบ ซื่อสัตย์ในข้อตกลง  
มุ่งมั่นในความสำเร็จและเติบโตไปด้วยกัน

# 1H 2025 Highlights



# \* First Half Snapshot

## MAKING PROGRESS AMID CHALLENGING MARKET CONDITIONS



### NAVIGATED ECONOMIC SLOWDOWN

Weaker domestic consumption reduced revenues for businesses and tax collections for government, leading to delayed or downsized IT and digital investments in both B2B and B2G sectors.



### MANAGED IT BUDGET CUTS ACROSS PRIVATE CLIENTS

Business trimmed managed IT budgets in half-year 2025 amid rising IT workforce costs, digital talent shortages, and a shift toward cloud-based subscription models.



### ACCELERATING GROWTH WITH FSI AND PUBLIC SECTOR

Leveraging low hanging fruit through domain expertise and trusted partnerships, while riding on Thailand's Cloud First policy as a national growth catalyst.

## FINANCIAL PERFORMANCE

### TOTAL REVENUE GROWTH: 12%

Driven by strong software development & large-scale hardware projects, and robust growth in maintenance services.

### RECURRING REVENUE GROWTH: 35%

Driven by renewals, higher software license demand, and strong maintenance revenue, lifting its share to 69% of total revenue.

### NORMALIZED GP MARGIN: 26%\*

Due to short-term cost pressure, but margin will recover driven by high-value services, recurring revenue, and improved cost efficiency.

### BREAKEVEN ON A NORMALIZED BASIS \*

Excluding one-off items, normalized performance improved to breakeven, after a project provision in Q1'25 and higher operating expenses weighed on profitability.

\* Excludes one-off adjustment related to a single project, resolved in Q2'25

## GLOBAL STANDARDS IN SERVICE EXCELLENCE

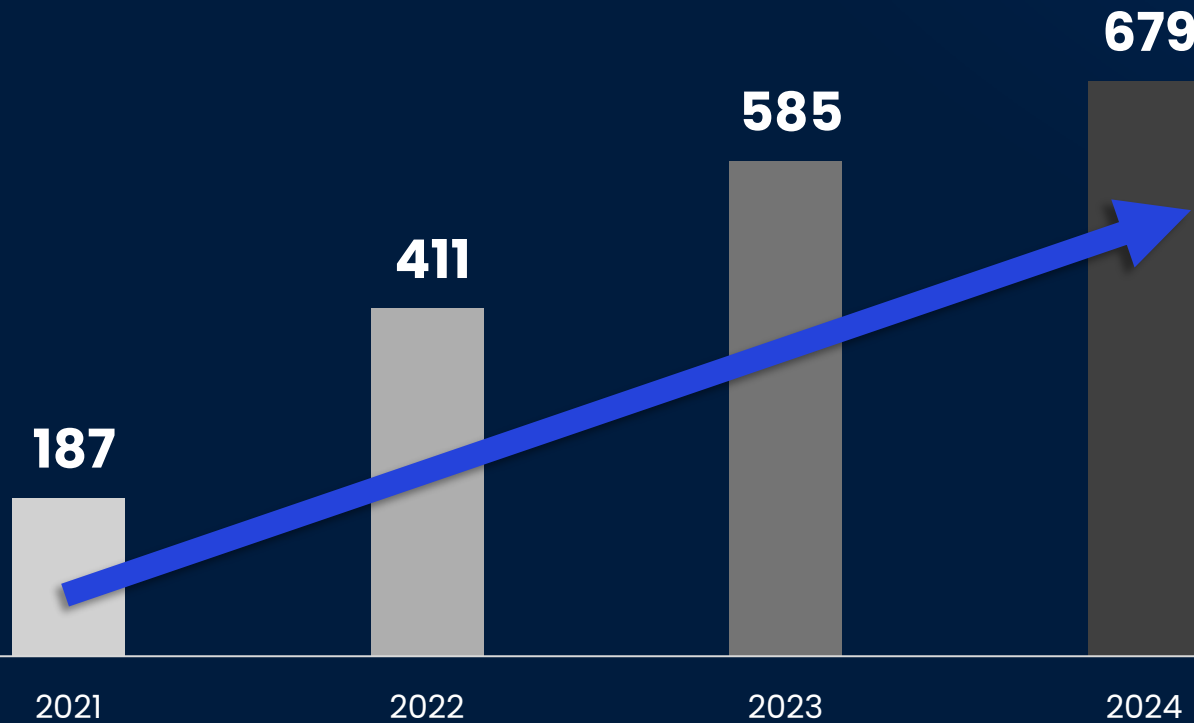


# Consistent Revenue Expansion

Strong momentum continues..

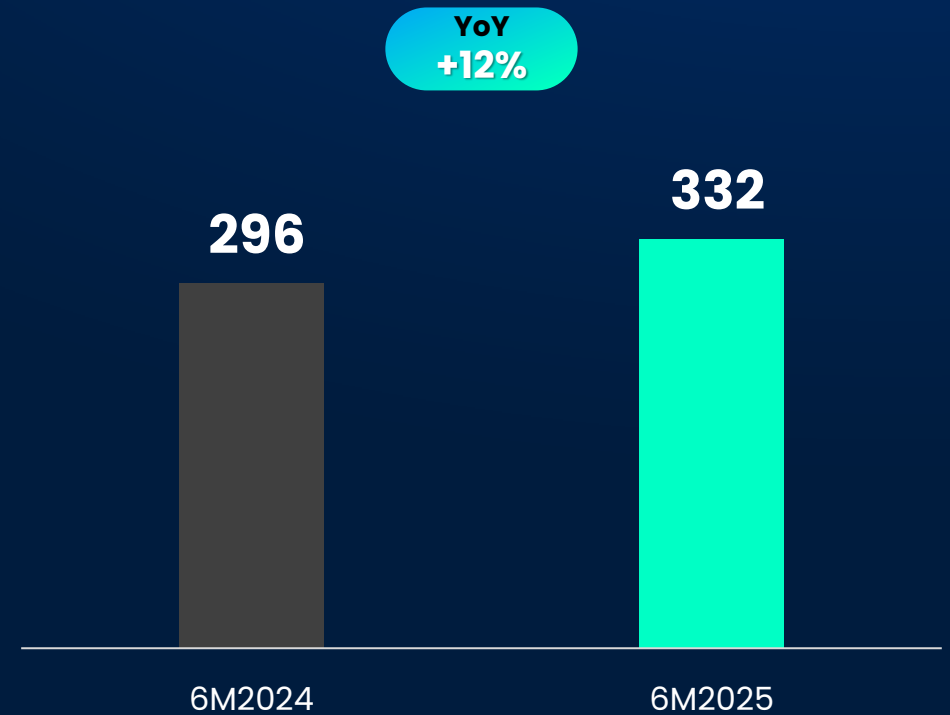


Unit: MB



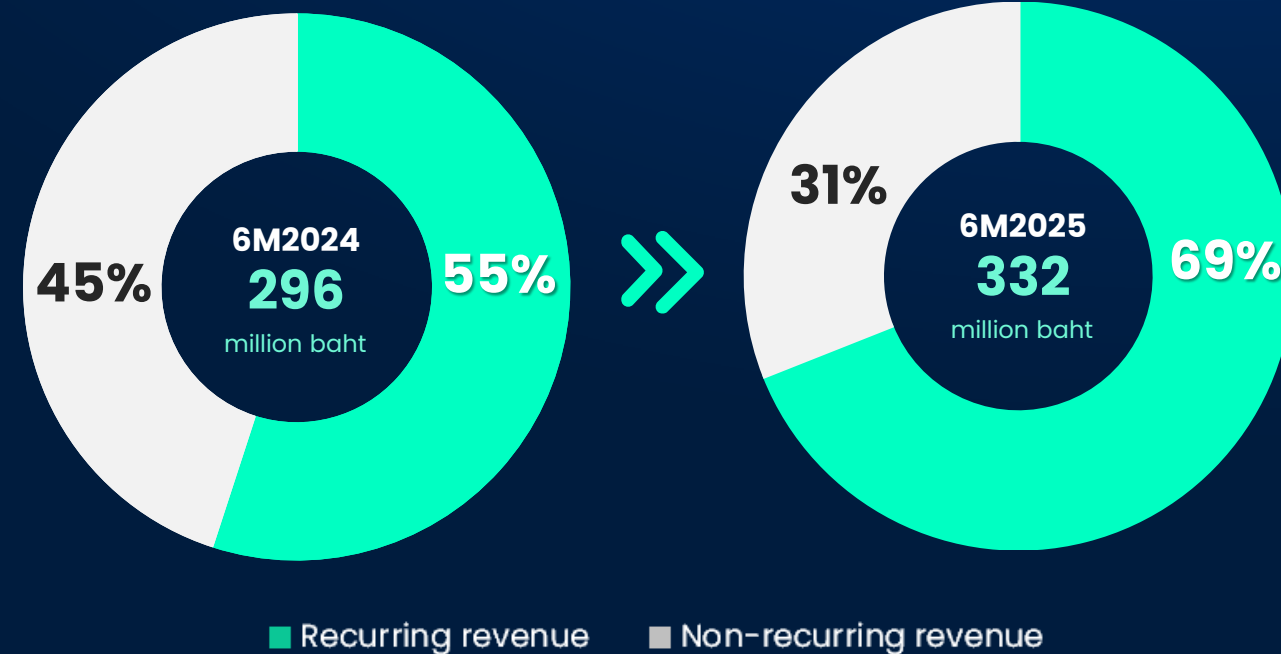
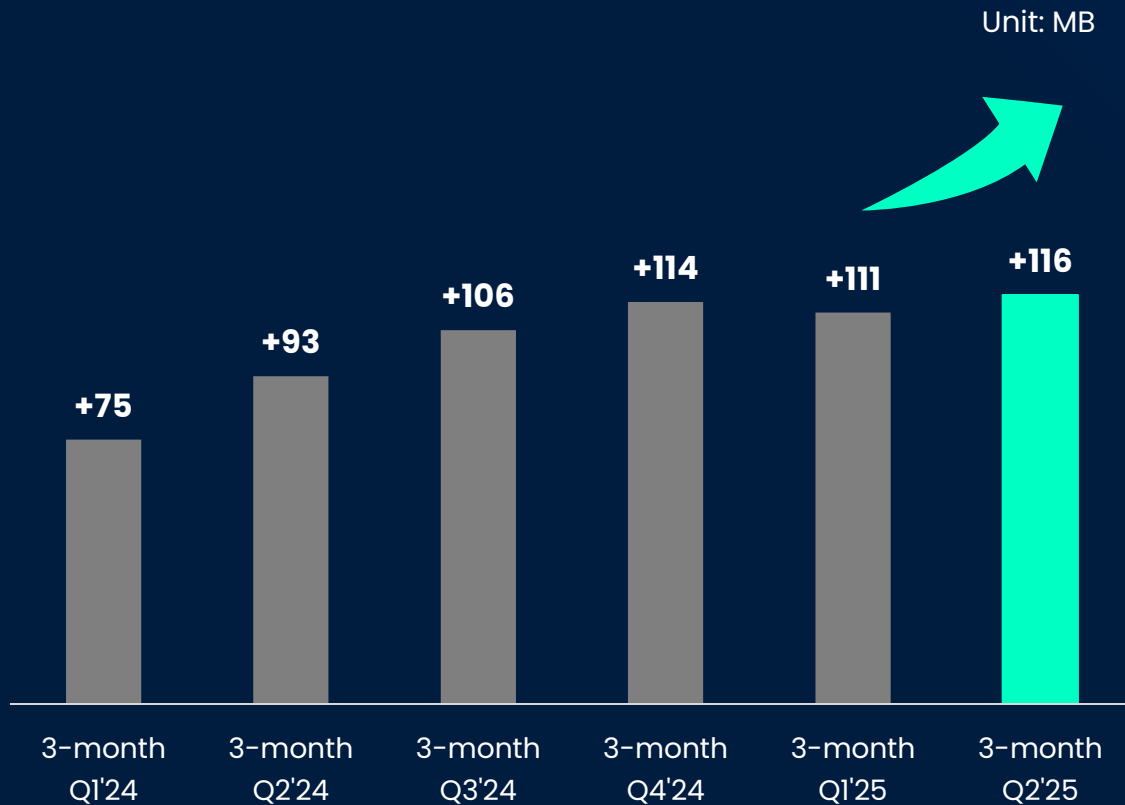
**54% CAGR (2021-2024)**

Unit: MB



# Recurring Revenue

Shift towards high-quality, predictable revenue



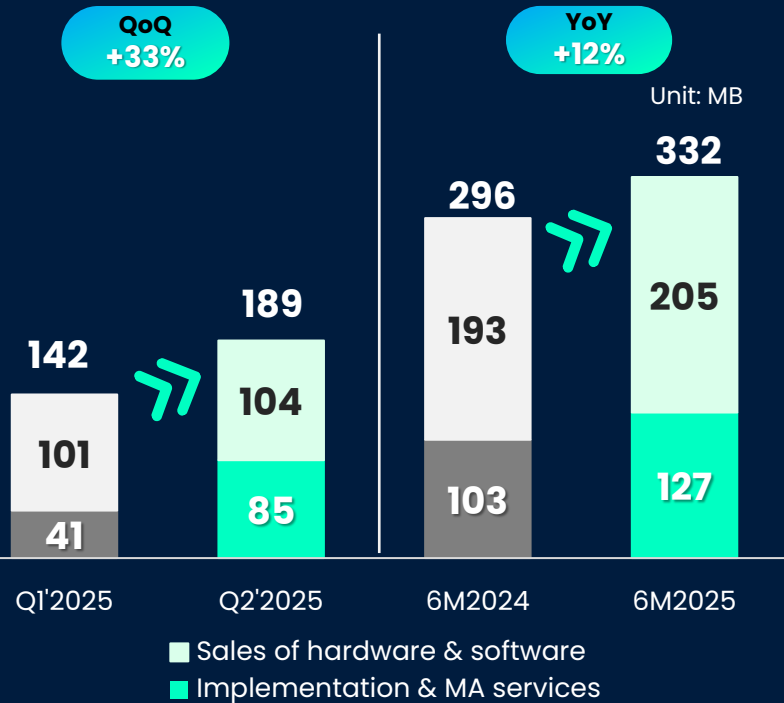
Recurring revenue consists of revenue from Subscription License, MA services and Outsourcing

# Continued Growth, Margin Recovery Ahead

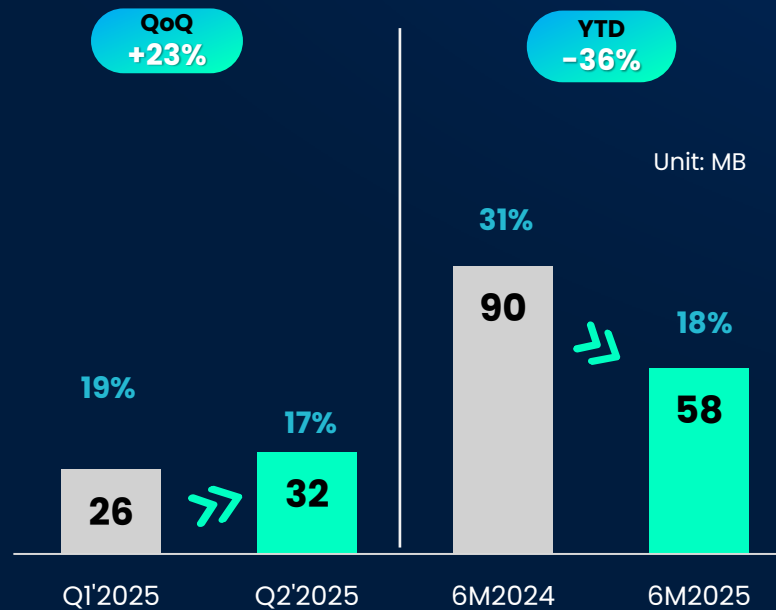


Scale benefits and efficiency gains to drive profitability improvement

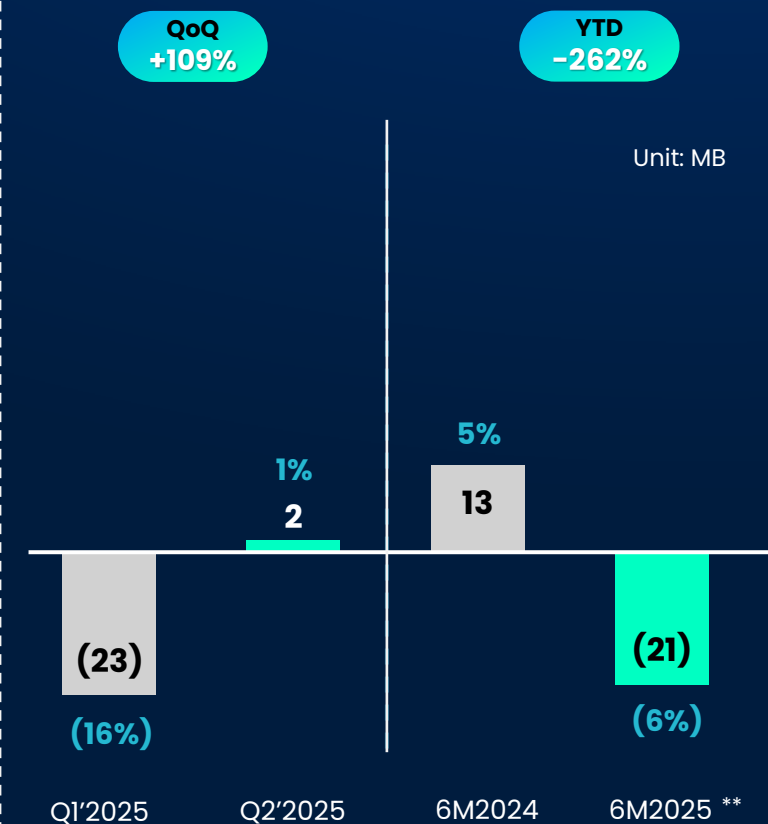
## Revenue



## Gross Profit



## Net Profit



\*\* Excluding one-off items, normalized performance improved to breakeven

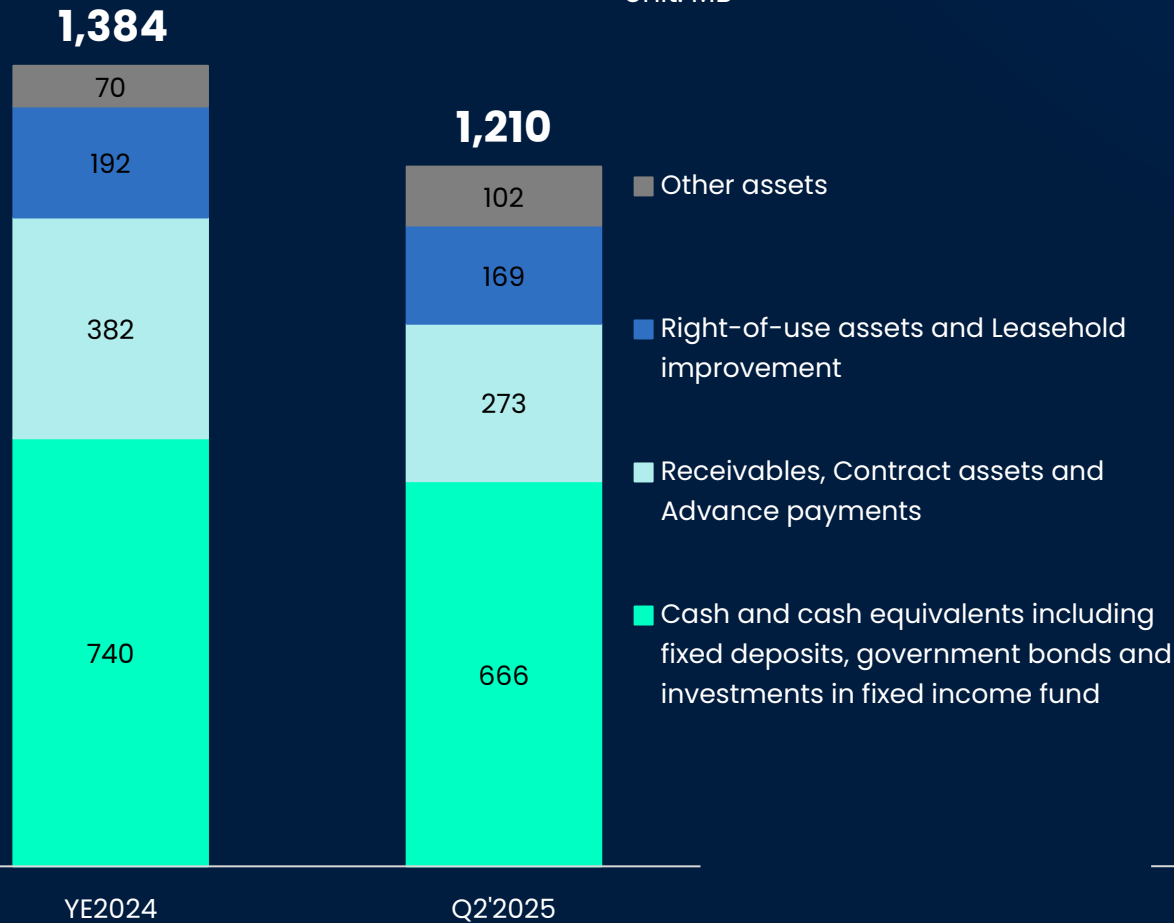
# Solid Balance Sheet, Positioned for Growth



Zero interest-bearing debt enhances capacity for future investment and expansion

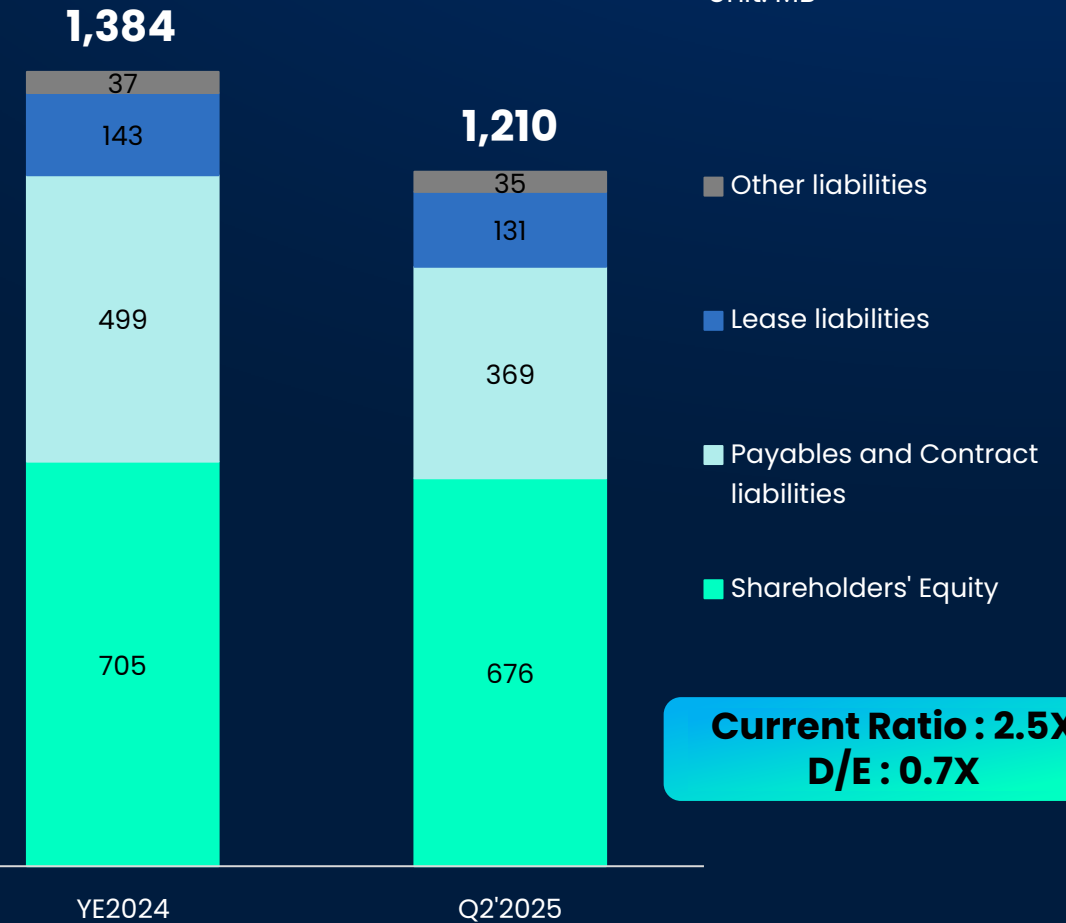
## Assets

Unit: MB



## Liabilities & Equity

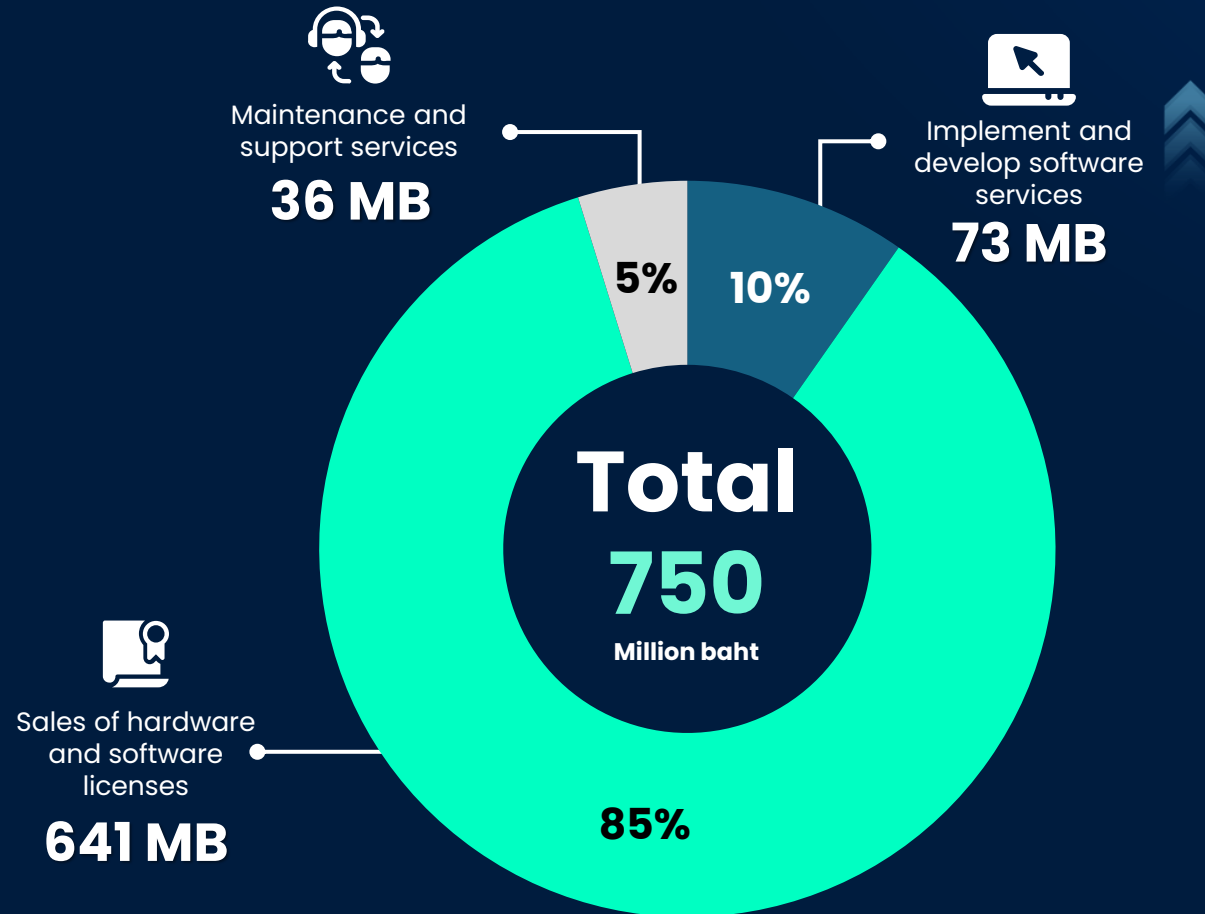
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**Current Ratio : 2.5X**  
**D/E : 0.7X**

# Revenue Backlog as of Q2'2025

Solid recurring revenue with growing services backlog



## Stable backlog

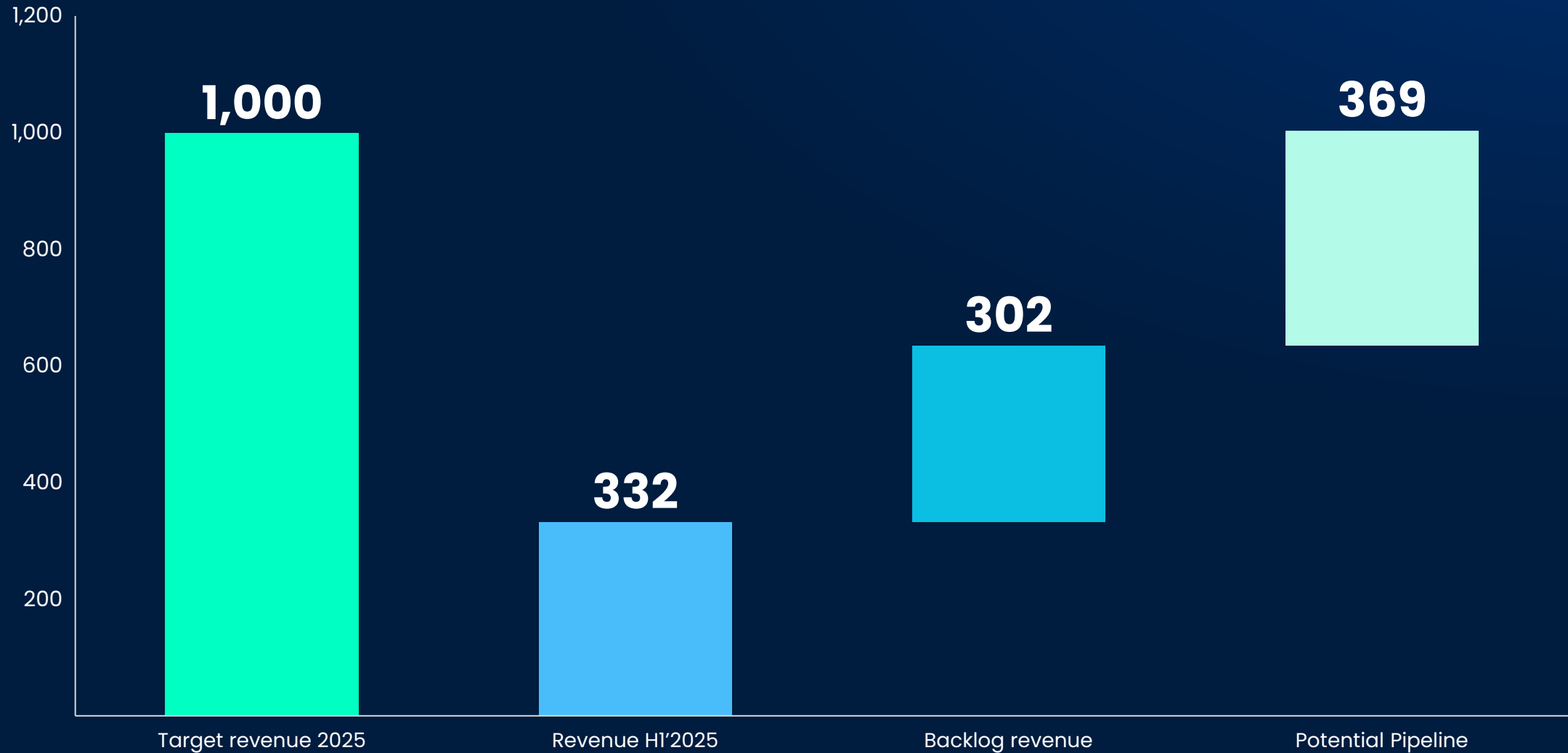
with increasing contribution from software development services, strengthening revenue visibility and long-term competitiveness.

# On Track, with Challenges Ahead



H1 revenue and backlog underpin visibility, but target achievement requires disciplined delivery

Unit : MB



# 2025 Outlook



# \* 2H 2025 Guidance

## PERFORMANCE IMPROVEMENT

- ✓ **Recover** billable utilization
- ✓ **Improve GP margin** through efficient project delivery and resource cost optimization
- ✓ Secure **large-scale** project backlog

## CUSTOMER & SOLUTIONS FOCUS

- ✓ **Expand & replicate** focus accounts
- ✓ Balance portfolio by **adding new segments** e.g., Energy, Healthcare and Media
- ✓ Strengthen **partnerships** with product vendors to deliver tailored solutions and long-term client value
- ✓ Driving **AI Transformation** from Software Infrastructure to Applications

## EXPLORING INORGANIC GROWTH

- ✓ Setting the stage for sustainable inorganic growth (2–3 years) through **strategic investments and collaborations**



## NT x Sirisoft PARTNERSHIP DRIVING SYSTEM TRANSFORMATION WITH ORACLE CLOUD



### CLOUD FIRST POLICY

Thailand's Cloud First policy aims to position the public sector as the pioneer in entering the cloud era with the highest standards



### GovTech Partner

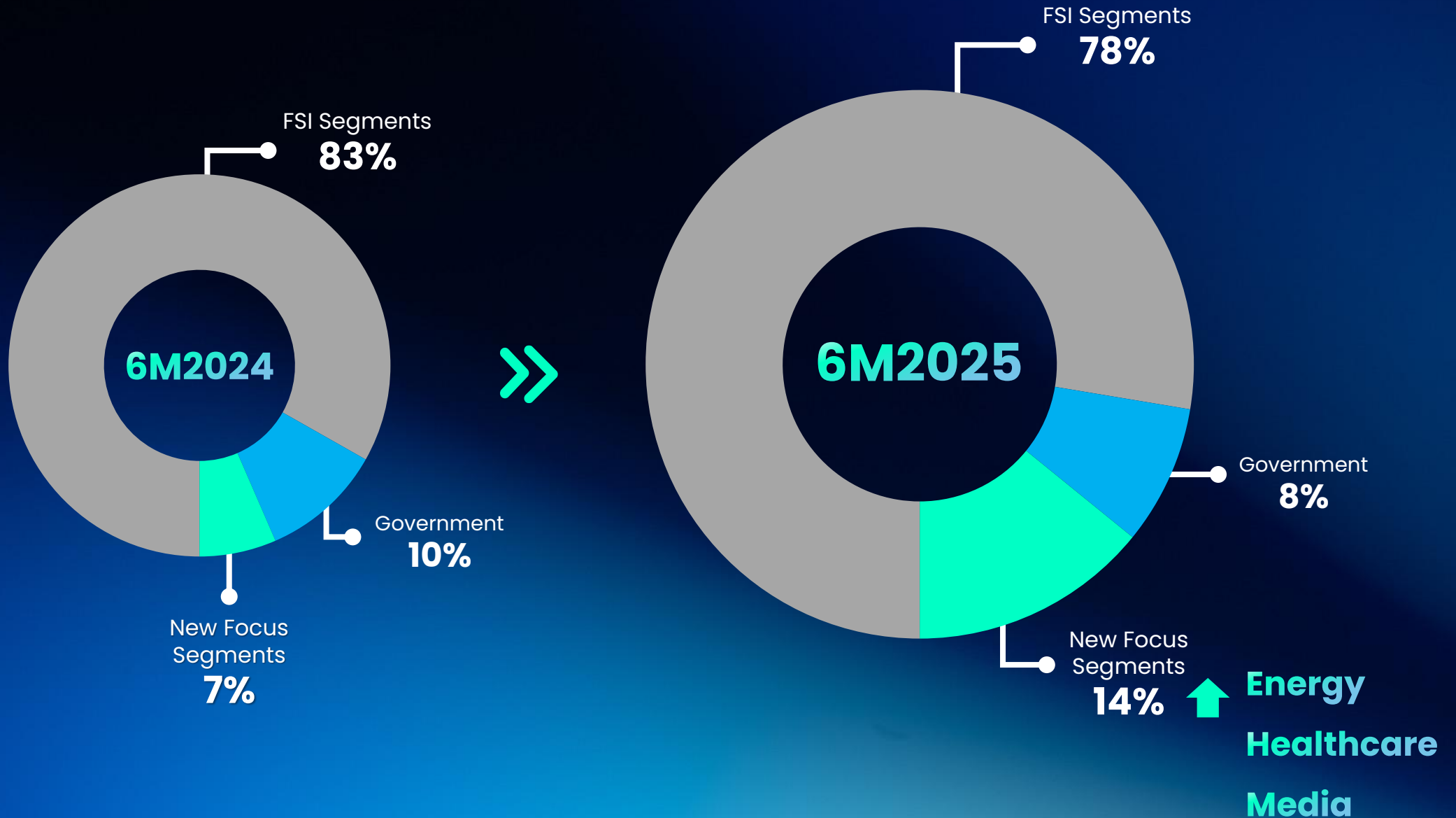
Providing system design and development services on Oracle Cloud in compliance with GDCC standards

### Digital Enabler for Government

Helping the public sector reduce legacy workloads, integrate data, and get ready for AI



# New segments momentum



# Proven Success Through Time, Empowering Our Journey Ahead



# Driving AI Transformation from Infrastructure to Applications

## Accelerate Your AIOps Path

From basic log management to AI-driven business growth

01

Logs Consolidation

Started with app and infras logs

02

Logs Standardization

Log Analytics with custom dashboards

03

End-to-End Observability

AIOps for customer experience and improved governance

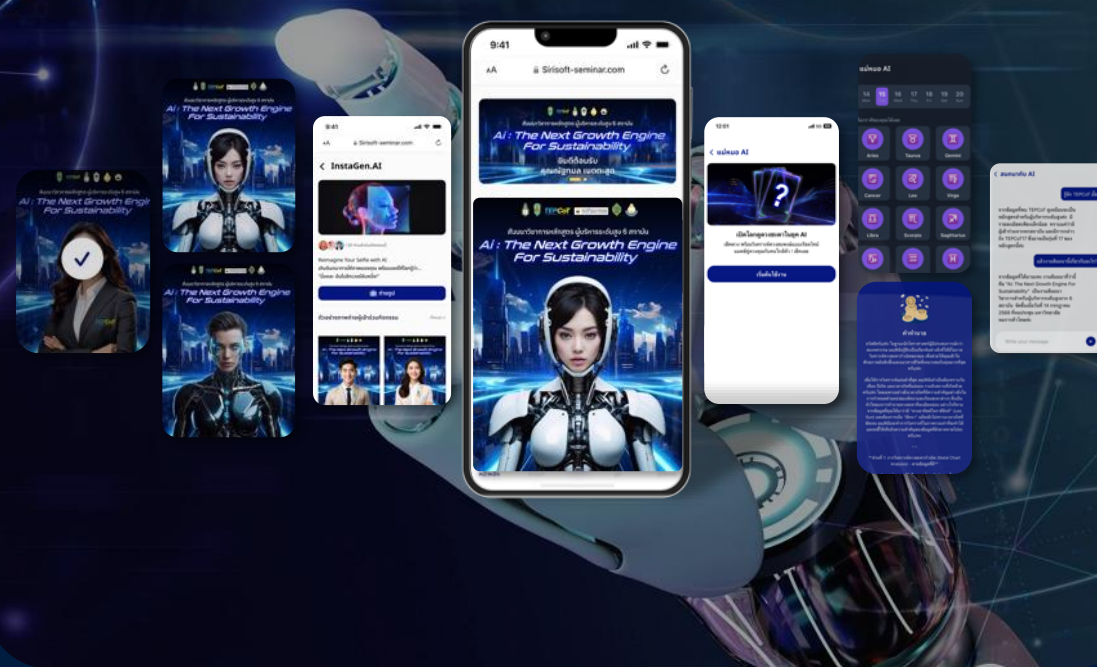
04

Drive Business Growth

Forecasting with Gen AI Chatbot and auto log recognition

## AI-driven Applications

Making Events Effortless and Enjoyable with AI



# From Efficiency to Safety : Developing AI that Shapes the Future of Cities



AI helps cities optimize energy, water, and transportation. With IoT sensors and analytics, they can predict maintenance, cut downtime, and improve services.



AI enables faster, better care. Real-time data supports doctors with diagnostics and treatment planning, while citizens get proactive and personalized healthcare.



AI boosts security with real-time monitoring and alerts. By analyzing data from cameras, sensors, and multiple sources, cities can respond quickly to risks and protect communities.

# From Compliance to Sustainability : Enterprise Platform for Carbon Footprint



**Data  
Integration**

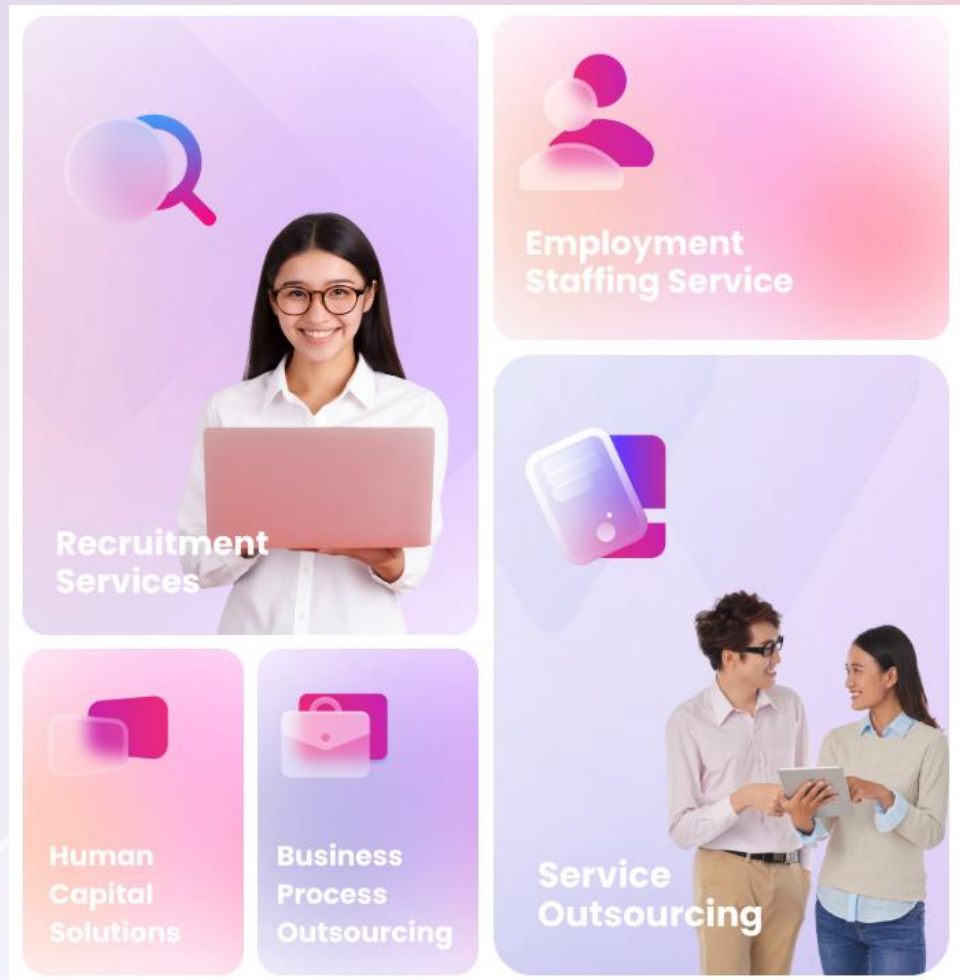
**Regulatory &  
ESG Reporting**

**AI-driven  
analytics**

# Work

## Because Good Work Matters

พร้อมให้บริการจัดหา พัฒนา และดูแลบุคลากรอย่างมืออาชีพ  
ผลักดันศักยภาพของ “คน” ให้ตอบโจทย์ความต้องการของ “องค์กร”  
และสร้างอนาคตการทำงานที่ดีไปด้วยกัน



# Q&A



## Sirisoft's website



## Company Snapshot



## Q2'25 MD&A



## Contact IR

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